

USDA Foreign Agricultural Service

GAIN Report

Global Agricultural Information Network

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POLICY

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Date: 4/1/2011

Turkey

Post: Ankara

Record U.S. Livestock Sales to Turkey in 2010

Report Categories:

Export Accomplishments - Other

Approved By:

Clay Hamilton

Prepared By:

Rachel Nelson

Report Highlights:

In 2010 U.S. live animal sales to Turkey reached a record \$76 million, up from \$7 million the year before, due to the recent opening of the market as well as Turkey's need for improved dairy breeding cattle herds.

General Information:

In 2010 U.S. live animal sales to Turkey reached a record \$76 million, up from \$7 million the year before, due to the recent opening of the market as well as Turkey's need for improved dairy breeding cattle herds. After the U.S. Department of Agriculture and the Turkish Ministry of Agriculture and Rural Affairs agreed to a protocol for importing breeding cattle in 2008, imports increased but only a few importers were active. Then when the Turkish government offered generous subsidies for investments in livestock operations in 2010, U.S. exporters were perfectly poised to take advantage of this opportunity.

Throughout 2010 FAS Ankara was contacted by numerous potential importers and helped pass these trade leads to exporters in the United States. FAS Ankara also supported these sales by assisting with the visa process for Turkish buyers, as many of them had difficulties getting visas, but needed them in order to visit the United States to do their animal selection. FAS Ankara also worked with APHIS and the Turkish Ministry of Agriculture to resolve problems which arose as a result of various uncontrollable factors such as bad weather or shipping delays. Then in February 2011, FAS and APHIS helped improve the protocol in response to lessons-learned over the year. Starting April 1, a much more trade friendly protocol is being used. These cattle exports helped support rural areas across the United States.

Demand is expected to remain strong throughout 2011, with the volume of exports limited mostly by availability of ships. U.S. exporters should be careful to adhere to all points in the protocol, which can be found online at: http://www.aphis.usda.gov/regulations/vs/iregs/animals/animal_turkey.shtml